



Virginia Information Technologies Agency



How IT Organizations Do Business with the Commonwealth





Welcome

Thank you for your interest in doing business with the Commonwealth of Virginia. The slides that follow will provide you with an overview of the ways to take advantage of the opportunities available.

Should you have any questions, please contact:
scminfo@vita.virginia.gov



Procurement Authority

- VITA has authority for procurement of IT and telecommunications goods and services on behalf of other state agencies and institutions. Counties, localities and all other public bodies are able to use all statewide contracts.
- VITA is the only agency that can create statewide IT contracts available to all public bodies.
- VITA can delegate authority for agency-specific IT procurements.
- Local governments and Charter Universities are not under VITA's authority, but they can utilize its contracts.



Northrop Grumman Overview

- A 13-year, \$2 billion public-private partnership between Commonwealth and Northrop Grumman
- Northrop Grumman provided essential up-front private sector capital to provide a modern IT infrastructure.
- Transforming state government's IT infrastructure from more than 80 Executive Branch agency systems to an enterprise-wide and more cohesive, secure and efficient infrastructure
- Northrop Grumman is committed to supporting the state's Small, Women and Minority-owned Business (SWaM) program and is required to report SWaM sub-contracting.
- The next slide illustrates the services NG provides to Executive Branch agencies.



NG provides infrastructure for Executive Branch agencies

“Jump-Starting” Infrastructure Investments Through Private Partners

Messaging Services



Enterprise Exchange/Outlook E-mail
Enterprise Collaboration Tools
Active Directory, DNS
\$25M Investment

Desktop



Mass Desktop Refresh
Network Printer Consolidation and Refresh
Enterprise Desktop Management Systems
\$35M Investment

Help Desk



Enterprise Help Desk in Russell and Chesterfield
Field Based Agents and Technicians for Level 3
Enterprise Help Desk System (Peregrine)
\$10M Investment

Mainframe and Servers



New IBM and Unisys Mainframes
Consolidation and Refresh of Servers
Migration of servers to the Data Center
\$50M Investment

Transformation

People – Process – Tools
Reliable, High-Performance,
Enterprise-Wide IT Infrastructure
\$270 Million Investment

Security



Enterprise Security Operations Center
Computer Security Incident Response Center
Secure Internet Gateway
\$10M Investment

Tier 3 and Tier 2 Facilities



New Data Center/Office Building in Chesterfield
New Disaster Recovery Center and Help Desk
in Lebanon, Russell County
\$60M Investment

Network



New Commonwealth-Wide MPLS Core WAN
LAN upgrades to Local Switches/Routers as Needed
Network Re-addressing of IP, DHCP
\$60M Investment

Voice / Video



Voice-Over IP Network Optimized for
Voice and Video Traffic
\$20M Investment



Northrop Grumman Contact

- Northrop Grumman utilizes a variety of subcontractors to fulfill its role.
- NG places significant emphasis on the use of SWaMs.
- For information contact:
swam@ngc.com



Rules of Doing IT business with the Commonwealth

- All IT procurements fall under the Virginia Public Procurement Act (VPPA).
- All VITA contracts are awarded in accordance with requirements of the VPPA or PPEA:
 - Procurements must be conducted in a fair and impartial manner; avoid even the appearance of impropriety.
 - All qualified vendors have access to public business.
 - No offeror is arbitrarily or capriciously excluded.
 - Competition must be sought to the maximum feasible degree.
 - Specifications reflect the procurement needs of the agency rather than being drawn to favor a particular vendor.



VITA Statewide Contracts

Information about VITA statewide contracts is available on the VITA website
<http://www.vita.virginia.gov/procurement/contracts.cfm>
Searchable by supplier, keyword and contract number

Virginia Statewide Contract Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Home

Address <http://www.vita.virginia.gov/procurement/contracts.cfm> Go Links

Virginia Statewide Contract Search

Please note: contract listing includes statewide IT contracts or contracts cooperatively procured by VITA. Contact SCM at scminfo@vita.virginia.gov for agency-specific contracts. For non-IT related contracts, please visit <http://www.eva.state.va.us/Contracts/contracts.htm>.

Supplier Name

Keyword

Contract Number

Optional Criteria

☐ SWaM Business ☐ VaPP

Search contracts **Display all contracts**

Contract Categories

Audio Visual
[Audio Visual](#)

Broadband
[Broadband](#)

Cabling
[Cabling](#)

Computer Hardware

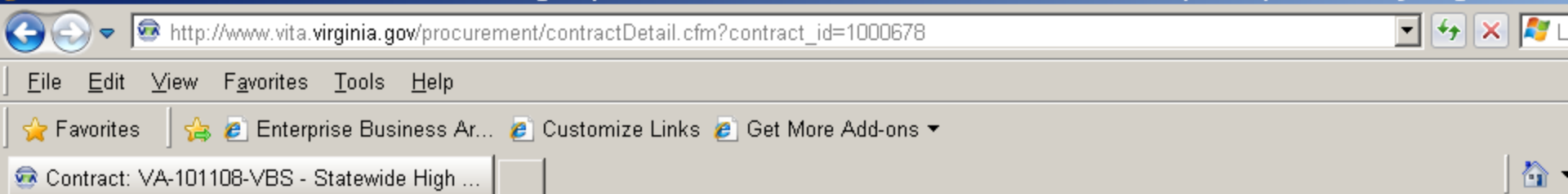
Printers
[Printers](#)
[Large System Printer](#)
[Printers/Copiers](#)
[Small, Mid-Range](#)

Services
[Services](#)
[Digital Imaging](#)
[Enterprise Content Software Integrators](#)
[Fax Broadcasting](#)

VITA Customer Care Center
(866) 637-8482 vcoc@vita.virginia.gov

Discussions Discussions not available on <http://www.vita.virginia.gov/>

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Virginia.gov Online Services | Commonwealth Sites | Help | Governor

Virginia Information Technologies Agency

VITA

IT Service Catalog IT Infrastructure Partnership Statewide Contracts

Home > Supply Chain Management

- About VITA
- Commonwealth Security
- Technology Oversight
- VITA Services
- Supply Chain Management
 - How to Sell to VITA
 - Mandatory Contract Terms
 - Policies and Procedures
 - Solicitation Information
 - IT Contingent Labor
 - Supplier Reporting Requirements
 - Browse Contracts
 - How to Place an Order
 - Teacher PC Purchase Program
- Library
- News
- Integrated Services

Contract: VA-101108-VBS - Statewide High Speed Production Devices

[Search for a different contract](#)

What is the contract scope?

What is the current Contract Pricing?

This contract can be used to purchase

- HIGH SPEED PRODUCTION DEVICES

[+ Expand All](#)

▶ Who can use the contract?

▶ Who is the supplier?

▶ What are the benefits of this contract?



Opportunity: eVA solicitations

- Agencies are required to use eVA to publish solicitations.
- Procurement link: www.eva.virginia.gov
- Planned solicitations are posted under “Future Procurements”.
- eVA registration and correct commodity code references are critical in order to receive notification of solicitations.



eVA has Quick Links

eVA Home Page - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.eva.virginia.gov/>

BUYER
SWAM
VENDOR
BILLING
SIGN-UP
eVA TRAINING
VIP TRAINING
ARIBA SUPPLIER

FORUM 2010
Hampton Roads Convention Center
Thank you for attending!

NIGP Code Look Up
UNSPSC Code Look Up
Recommended Browsers
DPS WEBSITE

Virginia Institute of Procurement

Home | **SWaM** | **Buyer** | **Vendor** | **Billing Portal** | **Sign-Up**
Local Government | **Training** | **eVA Customer Care**

Welcome to eVA!

Vendor Benefits

- **SWaM Benefits** PDF
- **Testimonials** PDF

Renowned Procurement Expert, Jon Hansen, Touts Value of eVA

...the Commonwealth of Virginia's eVA program is still a coruscating example of what can happen when you get it right! [Read More...](#)

[READ MORE ARTICLES ON eVA BY JON HANSEN](#)

Quick Links

- What is eVA?
- eVA News
- State Contracts
- **Solicitations & Awards (VBO)**
- Future Business Opportunities
- Billing & Payment Portal
- eVA e-APP Dashboard
- Public Reports & PPEA Opportunities
- Local Government & Public Schools
- Vendor Resource Center
- Procurement Office Lookup
- eVA Vendor Data Standards Support Page

Chief of Staff 10/08/08 Memo
Regarding Required Use Of eVA... [More Info](#)

Transition Plan template...
[Click here](#)

eVA Newsletter
October Issue
Stay Current on Policies and more!
[eVA NEWSLETTER](#)

eVA Spotlight
Virginia Institute of Procurement
2010 Class Schedule
[more...](#)

U.S. & State Flags
Buy A State Flag
Order a variety of US and Virginia state flags in our public online store.
[More...](#)

ARRA
ARRA
[VIEW](#)

eVA Facts

Discussions not available on <http://www.eva.virginia.gov/>

start | 6 Microsoft ... | 3 Windows E... | Attachment A ... | Doing Busines... | Recommendat... | Presentation1 | Virginia State... | eVA Home Pag... | 11:00 AM

Links to solicitations (Solicitations and Awards) and Future Business Opportunities

Virginia.gov

BUYER

SWAM

VENDOR

BILLING

SIGN-UP

eVA TRAINING

VIP TRAINING

ARIBA SUPPLIER



NIGP Code Look Up

UNSPSC Code Look Up

Recommended Browsers

DPS WEBSITE

[Home](#)[SWaM](#)[Buyer](#)**[Vendor](#)**[Billing Portal](#)[Sign-Up](#)[Local Government](#)[Training](#)[eVA Customer Care](#)**Information Center**

Vendor Benefits

- ☐ [SWaM Benefits](#)
- ☐ [Testimonials](#)

Vendor Password Problems? eVA or Ariba [click here](#)
[AOL users are you having trouble receiving eVA emails](#)

Vendors: Can't see the credit card number on your emailed orders?
[Click here](#) to learn more...

[➔ How do I sell to the Commonwealth](#)[➔ Login](#)

- Vendor Signup/Registration

Register your company to do business with the Commonwealth of Virginia.

- eVA Business Opportunities

- What buyers are looking for

- Vendor Strategies

- Vendor Resource Center

eVA Newsletter**eVA Spotlight****June 5 - 7 SAVE THE DATE****U.S. & State Flags**

Buy A State Flag
Order a variety of US & Virginia state flags in our public online store.

ARRA**ARRA**



Types of procurements

- Competitive solicitations
 - Small purchases – Less than \$5,000 – One quote required; \$5,000 to \$100,000 utilize eVA Quick Quote system
 - Competitive sealed bidding (Invitation for Bids- IFB)
 - Competitive negotiations (Request for Proposals - RFP)
- Cooperative Procurements (including G.S.A.)
 - Joining with other states or public bodies for procurement (combined requirements)
 - To use cooperative contracts, an Agency receive approval from the CIO, and the contract must be performed by a public entity, not a consortium.
 - Typically limited use and most suited to commodities



Policies encourage small business participation

- Definition of a qualified small business: Department of Minority Business Enterprises (DMBE)-certified business with 250 or fewer employees or gross receipts of \$10 million or less averaged over the past three years.
- If a solicitation specifies that it is a set-aside, small businesses must be certified by DMBE to receive a set-aside award. For information, see www.dmbe.virginia.gov.

Small business participation is encouraged through direct participation and through subcontracting



Policies encourage small business participation

- Procurements less than \$5,000 are set aside for small businesses, if a small business is available.
- Procurements from \$5,000 - \$100,000 are set aside for small businesses when a minimum of four small businesses are solicited. VITA utilizes eVA Quick Quote to meet this requirement.
- Procurements greater than \$100,000 may be set aside; a minimum of six small businesses usually are solicited.
- Small business subcontract plans are required for solicitations greater than \$100,000.

All Executive Branch agencies and non-exempt institutions of higher education are subject to these policies



Opportunity: Contract Vehicles

VITA statewide contracts offer opportunities to subcontract:

- Northrop Grumman agreement
- Staff augmentation -- Computer Aid, Inc. is COVA's managed service provider for staff augmentation and SOW engagements.
<http://www.vita.virginia.gov/scm/default.aspx?id=11906>
- Subcontracting opportunities may exist on current contracts
- For subcontracting opportunities, work with the current contract holders



Ethics in Public Contracting – §2.2-4367 et seq.

- Addresses proscribed participation by public employees in procurement transactions
- Disclosure of subsequent employment
- Prohibition on solicitation or acceptance of gifts from contractors by procurement officers
- Kickbacks prohibited
- Participation in bid preparation, submitting bid for same procurement not allowed
- Misrepresentations – cannot conceal or misrepresent a material fact or make fraudulent statements
- Avoidance of any appearance of impropriety



VITA's commitment to the supplier community

- VITA values its suppliers of IT and telecommunications goods and services and is committed to their success.
- VITA has worked diligently to improve the quality and ease of use of its solicitations and contracts to be more supplier and user-friendly.
- VITA has worked with the supplier community and the Office of the Attorney General to mold contractual terms and conditions which minimize risk to the Commonwealth while encouraging supplier performance.



Doing Business with VITA

- Virginia Business "One Stop": <http://www.bos.virginia.gov/>
- eVA: www.eva.virginia.gov
- State Corporation Commission: www.scc.virginia.gov
- Department of Minority Business Assistance:
www.dmbe.virginia.gov
- VITA contracts site: www.vita.virginia.gov/scm
- Northrop Grumman Contact: swam@ngc.com
- Computer Aid info:
<http://www.vita.virginia.gov/scm/default.aspx?id=11906>